L.A./L.B./Oakland Ports To Busan, South Korea

Pistachios

Monthly Market Share For: January 1997

Month\Year: 4\4

Month\Year: 4\4												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Cho Yang	50%	50%	13 Days	\$1,322	\$112 ¹		3%	Al				\$1,474
Zim Line	25%	25%	30 Days	\$893.00	\$112 ¹		Al	ΑI				\$1,005
Hanjin	25%	25%	10 Days	\$1,266	\$112 ¹		3%	Al				\$1,416

¹ Rate is per container

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L.A./L.B./Oakland Ports To Hong Kong

2%

2%

19 Days

Pistachios

ΑI

17.5 KT

\$1,158

Monthly Market Share For: January 1997

Month\Year: 41\41 Surcharges: Market Market **Transit** Time **Carrier** Share Share CY Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** \$112¹ \$1,092 17.5 KT \$1,204 Maersk 34% 34% 14 Days ΑI \$112¹ Hapag-Lloyd 27% 27% 19 Days \$1,092 ΑI 17.5 KT \$1,204 Mitsui OSK 17 Days \$1,092 \$112¹ ΑI 17.5 KT 17% 17% \$1,204 COSCO \$112¹ 17.5 KT 25 Days \$950.00 ΑI \$1,062 15% 15% Hyundai 16 Days \$900.00 \$112¹ ΑI 17.5 KT \$1,012 5% 5%

\$112¹

\$1,046

Evergreen

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¹ Rate is per container

L.A./L.B./Oakland Ports To Keelung, Taiwan

Pistachios

Monthly Market Share For: January 1997

Month\Year: 1\1

Month Year: 1/1		Surcharges:										
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Hapag-Lloyd	100%	100%	18 Days	\$1,117	\$112 ¹		9%	Al			17.5 KT	\$1,330

¹ Rate is per container

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L.A./L.B./Oakland Ports To Manila, Philippines

Pistachios

Monthly Market Share For: January 1997

Month\Year: 1\1

Month\Year: 1\1	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Madrigal	100%	100%	15 Days⁵	\$1,010	\$120 ¹			\$270 ¹				17.5 KT	\$1,392

¹ Rate is per container

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⁵ Transit time is based on departure from Los Angeles, CA.

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Pistachios

Monthly Market Share For: January 1997

Month\Year: 1\1

Month\Year: 1\1	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec A	ARB	Cotton R.	Size	ContainerRate
Maersk	100%	100%	20 Days	\$1,536	\$112 ¹		·	Al				17.5 KT	\$1,648

¹ Rate is per container

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L.A./L.B./Oakland Ports To Singapore

Pistachios

Monthly Market Share For: January 1997

Month\	Year:	2\2

Month\Year: 2\2	Surcharges:											
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
APL	100%	100%	21 Days	\$1,292	\$112		16%	Al			17.5 KT	\$1,611

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L.A./L.B./Oakland Ports To Tokyo, Japan

20%

20%

20%

20%

Pistachios

47%

ΑI

\$453¹

\$300¹

17.5 KT

\$1,476

\$1,403

Monthly Market Share For: January 1997

11 Days

12 Days

\$620.00

\$1,103

Month\Year: 5\5 Surcharges: Market Market **Transit** Share Share CY Time Ocean Rate **BAF** CY**THC** CFS Rec ARB Cotton R. Size Carrier **CAF ContainerRate** \$112¹ \$1,287 47% ΑI 17.5 KT \$2,004 Evergreen 40% 40% 15 Days \$1,023 \$112¹ ΑI Mexican Line 20% 20% 10 Days 47% 17.5 KT \$1,616

\$112

ΑI

Hanjin

COSCO

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¹ Rate is per container